

INFORMATION REPORT

CD NO.

25X1

COUNTRY Germany (Russian Zone)

DATE DISTR. 12 JAN 50

25X1 SUBJECT Adjustment of Export Prices

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CONFIDENTIALNO. OF ENCLS.
(LISTED BELOW)SUPPLEMENT TO
REPORT NO.

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"Subject: Export Prices.

- I. The basic rule of export offers is that we sell our products at world prices. Basically we will continue to use the old coefficients to calculate dollar prices. If however it appears that no exports can be arranged at such prices because of competition, we recommend that our Export Division be contacted for permission to reduce the coefficient. Valid reasons must be given. The mere fact that the country concerned has devaluated its currency is not decisive. On the contrary the decision will depend entirely on world prices as observed or on offers to be expected from competitors.
- II. In all cases in which reduction of the coefficient is necessary, the producer himself will participate in the resultant loss by reducing his DM price accordingly. Proposals along this line must be made to the Export Section. Attention will be paid to the special conditions of the various producers.
- III. Barter deals will be arranged exclusively on a dollar basis. The pre-evaluation dollar price for our exports can be lowered if the foreign partner can prove that he has lowered his dollar price.

In the case of global deals in which a large number of our factories are involved, any necessary directives will be published by Foreign Trade Circular."

This document is hereby regraded to CONFIDENTIAL in accordance with the letter of 13 October 1978 from the Director of Central Intelligence to the Archivist of the United States.
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NO CHANGE in Class. ☒
☒ DECLASSIFIED
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